

class in a 10 minute discussion. Up to four (4) quizzes will be administered at the beginning of class. Your lowest homework or quiz score will be dropped.

Student Presentation

Each student will participate in a group project. The project will be to develop a conceptual business plan to bring an existing American business into China. Students will work together to generate the plan and the present the plan in the classroom.

Midterm Exams

Two Midterm exams will cover all the material (lecture, textbook, handouts, etc.) in the previous section of the course. The Midterms will include multiple-choice, short answer, and essay items.

Final Comprehensive Exam

The final will cover all the material from the course. The exam will consist of multiple choice, short answer and essay items.

Required Readings:

John S. Hammond, Learning By The Case Method, HBS (2002)

Robert E. Kennedy, China: "To Get Rich Is Glorious", HBS, (2006)

Debora Spar & Jean Oi, China: Building "Capitalism with Socialist Characteristics", HBS (2006)

Michael Enright, Successful Multinationals in China, UHK, (2004)

Zhigang Tao, Shanghai General Motors: The Rise of The Late Comer, UHK, (2005)

Ali Farhoomand, Motorola in China: Failure or Success, UHK, (2005)

Yigang Pan, Whirlpool's Roadmap in China: 2004, UHK, (2005)

F. Warren McFarlan & Liu Jin, China Financial Markets: 2006, HBS, (2006)

Robert E. Kennedy, China: Facing the 21st Century, HBS, (2002)

Readings on Reserve:

Rick Yan and Kenneth Lieberthal (eds), Harvard Business Review on Doing Business in China (2004)

James McGregor, One Billion Customers: Lessons from the Frontlines on Doing Business in China (2005)

Scott D. Seligman, Chinese Business Etiquette: A Guide to Protocol, Manners, and Culture in the People's Republic of China (1999).

Carolyn Blackman, China Business: The Rules of the Game (2000)

George T. Haley, Usha C.V. Haley, Chin Tiong Tan, The Chinese Tao of Business (2004)

Tim Ambler and Morgen Witzel, Doing Business in China (2000)

Tim Clissold, Mr. China: A Memoir (2005)

Lou Dobbs, Exporting America: Why Corporate Greed is Shipping American Jobs Overseas (2004)

Date	Topic	Reading/Preparation/Homework
January 22	Introduction to Class	None
January 24	China Demographics – Dissecting Economic Characteristics (H. Tsang)	Reading 1: HBS Case Study – China: “To Get Rich Is Glorious”
January 29	WTO – Impact of China’s Participation in the World Trade Organization (H. Tsang) Discussion on Reading 1	
January 31	Chinese Culture and It’s Impact on Business --Part One (P. Trice)	Prep: Student One – Current Event
Suzhou Weekend Trip		
February 5	Chinese Culture and It’s Impact on Business --Part Two (P. Trice)	
February 7	Chinese Business Protocol (H. Tsang)	Prep: Student Two – Current Event Reading 2: Building “Capitalism with Socialist Characteristics)
February 12	Discussion on Reading 2 (Dr. Tsang) Review For Exam (H. Tsang)	
February 14	Exam	
Spring Festival Begins		
February 20	Organizational Strategies For Foreign Businesses in China (P. Trice)	Prep: Student Three – Current Event Reading 3: University of Hong Kong Case – Successful Multinationals in China
February 22	Discussion on Reading 3 (P. Trice)	
February 26	Guest Speaker: Private Equity Markets	Prep: Student Four – Current Event Reading 4: University of Kong Kong Case Study – Shanghai General Motors: The Rise of A Late Comer

February 28	Discussion on Reading (P. Trice)	
Beijing Weekend Trip		
March 5	No Class	
March 7	Preparation For Business Proposal (H. Tsang)	Prep: Student Five – Current Event
Date	Topic	Reading/Preparation/Homework
March 12	Review for Exam	Prep: Student One – Current Event
March 14	Exam	Reading 5: University of Hong Kong – Motorola in China/Failure or Success
March 19	Discussion on Reading 5 (P. Trice)	
March 21	Chinese Labor Issues (H. Tsang)	Prep: Student Two – Current Event
Spring Break		
April 2	Guest Speaker: Private Equity Markets in China	Reading 6: University of Hong Kong – Whirlpool’s Roadmap in China
April 4	Discussion on Reading 6 (P. Trice)	Prep: Student Three – Current Event
April 9	China’s Banking System (H. Tsang)	
April 11	RMB Valuation – Issues and Challenges (H. Tsang)	Prep: Student Four – Current Event
Huangshan Trip		
April 16	Student Project Presentations	Reading 7: HBS Article -- China Financial Markets – 2006
April 18	Discussion on Reading 7 (P. Trice)	Prep: Student Five – Current Event
April 23	No Class	
April 25	Shanghai Industry Visits	Reading 8: HBS Article – China:Facing the 21 st Century
April 30	China’s Future – Does China Rethink it’s Development Strategy (H. Tsang/P. Trice)	
May 2	Review for Exam	
May 8	Final Exam	